Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 02617 151028Z
ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 TRSE-00 CIAE-00 INR-10
NSAE-00 SP-02 L-03 /034 W
----------116562 152033Z /42
R 150951Z MAR 78
FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC 7427

UNCLAS TEHRAN 02617

E.O. 11652: N/A
TAGS: BGEN IR
SUBJ: IRANIAN POLICY PERTAINING TO LICENSING ARRANGEMENTS

REF: STATE 055788

1. EMBASSY CONCLUDES, BASED UPON INQUIRIES AT THE MINISTRY OF INDUSTRIES AND MINES AND FOREIGN INVESTMENT DEPARTMENT OF MINISTRY OF ECONOMIC AFFAIRS AND FINANCE, THAT THERE IS NO LAW OR REGULATION REQUIRING THAT LICENSING OR JOINT VENTURE AGREEMENTS ALLOCATE A SPECIFIC SHARE OF THE FOREIGN PARTNER'S THIRD COUNTRY MARKETS TO THE IRANIAN ENTERPRISE. DR. GHAFFARZADEH, CURRENTLY UNDERSECRETARY FOR PLANNING RATHER THAN INDUSTRIES, COULD NOT BE REACHED; HOWEVER, MR. JOURABCHI, EXECUTIVE UNDERSECRETARY OF THE MINISTRY DID CONFIRM THAT THE MINISTRY HAD ASKED IDRO FOR 30-PERCENT ALLOCATION, IN THIS CASE.

2. THE ABSENCE OF A RULE OR REGULATION SPECIFYING EXPORT ALLOCATIONS OF THE TYPE REPORTED IS CONSISTENT WITH THE EMBASSY'S UNDERSTANDING OF GOI INVESTMENT RULES; HOWEVER, IT IS WELL ESTABLISHED AND INCREASING GOI PRACTICE IN CONSIDERING LICENSING AND OTHER JOINT VENTURE ARRANGEMENTS TO EMPHASIZE EXPORT POTENTIAL IN ADDITION TO NEED FOR AND QUALITY OF TECHNOLOGY INVOLVED. IN SOME INSTANCES THIS HAS TAKEN FORM OF OBTAINING AGREEMENTS TO SPECIFIC EXPORT
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 TEHRAN 02617 151028Z

TARGETS AS A PERCENTAGE OF ANTICIPATED PRODUCTION. EMBASSY UNAWARE, HOWEVER, OF SPECIFIC OVERSEAS MARKETS BEING STIPULATED, ESPECIALLY AT EXPENSE OF FOREIGN PARTNER'S EXISTING MARKET SHARE FROM OTHER EXPORT PRODUCTION.

3. ALLOCATION REQUEST OF WABCO DEAL APPEARS INDICATIVE OF GROWING GOI CONCERN WITH DEVELOPMENT OF NON-OIL EXPORTS

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

AND IT SEEMS NOT UNLIKELY THAT THE U.S. COMPANY'S EXPERIENCE
MAY BE REPEATED IN FUTURE WITH POSSIBLE VARIATIONS. EMBASSY
BELIEVES, HOWEVER, THAT THIS WAS AN AD HOC DECISION THAT SHOULD
LEAVE SUBSTANTIAL ROOM FOR MANEUVER BY WABCO PROVIDED, OF
COURSE, THAT A MORE AMENABLE COMPETITOR IS NOT STANDING
IN THE WINGS.
SULLIVAN

UNCLASSIFIED

NNN

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TEHRAN02617
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780115-0902
Format: TEL
From: TEHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780363/aaaacbrf.tel
Line Count: 69
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 2f394bc6-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE 55788
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3318226
Secure: OPEN
Status: NATIVE
Subject: IRANIAN POLICY PERTAINING TO LICENSING ARRANGEMENTS
TAGS: BGEN, IR
To: STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/2f394bc6-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014